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101 Ways of Making Money for Women at Home



By MARIAN DANA MARSHALL

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A Woman's Opportunity

In all sections of the country, there are thousands of women living under widely different circumstances, on the farm, in the village and in the city who are today confronted with the problem of earning a living or who are possessed of the laudable ambition of accomplishing something "worth while". Many of these are in a position to devote a large amount of their time to some chosen activity; others with home duties requiring most of their time have been able to liberally supplement limited family incomes.

In presenting the following suggestions for money making, agreeable, dignified, practical plans have been offered with the earnest hope that they will prove stepping stones to success to multitudes of energetic, courageous, optimistic women in addition to the vast numbers who have already proven their value. As a matter of convenience the suggestions are listed under the heads of "Food", "Clothing", "Shelter", "Recreation", "Education", and "Miscellaneous". They have been gathered from many sources, with "The Woman at Home" in mind, and the confident expectation that many will be led to make a careful study of personal resources and aptitudes, physical strength, spare time, and home claims, and will then grasp the real opportunity their community presents to them.

MARIAN DANA MARSHALL

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FOOD

TAKING IN REGULAR BOARDERS

If we were to call the roll of college graduates and other young people who have made an enviable place in the world for themselves, we could find among them many young men and young women who, in accounting for their "chance" would say, "my mother took in boarders and helped me until I could help myself".

In contemplating this undertaking, one should think of it in a matter of fact, practical way, summon all her good judgment, and begin to make her plans. Those who have had large experience advise making a start in a house that will accommodate at least ten boarders with the idea of gradually increasing the number. A small number does not pay. Location in a desirable neighborhood within easy access of the car line is of primary importance. The heating and plumbing systems should be in good condition. The health-giving properties of sunlight help to make a house wholesome, therefore select a house with this ideal illumination.

The dining room should greet you hospitably the moment you cross the threshold. The qualities of cleanliness, cheerfulness and comfort should always be apparent. For floor covering an inlaid linoleum with marble effect is most appropriate and practical. The walls should be light. A good quality of opaque shade with soft madras or marquisette curtains may be obtained. For tables, the small round or square ones seating from four to six persons are preferable. The chairs and other furniture should be plain and substantial. A piano or victrola in an adjoining room is a good investment. Attractive, inexpensive dishes should be chosen. An ample supply of snowy white linen creating an atmosphere of nicety and refinement is indispensable. For the dining room, some sort of a drop light is essential.

There are several hard-fast rules for those who would be successful; personal neatness of mistress and maid; absolute cleanliness in all appointments; careful marketing; well cooked viands; promptness always; consideration of servants and good business principles.

SUMMER BOARDERS

The woman who lives in the country will find that she has many opportunities which do not come to the woman in the city. Given a comfortable farm house with modern conveniences (many of them are so arranged, or can be so arranged with a comparatively small expenditure of money and ingenuity), and the resources of a well managed farm;

a good bank account should result at the close of the season. Wholesome milk, cream, butter, eggs and honey are valuable assets, while fresh vegetables and fruit are greatly appreciated by city people who are often denied such treats. Special attention should be given to beautifying the lawn and walks. The average farmer gains all of the physical exercise necessary to his well being in the performance of his daily task, but the city guest finds the tennis court, a ball field and a croquet green large contributors to his pleasure and physical well being. Fishing, excursions, and hikes, all involving considerable walking make up a large part of a summer outing.

BOARDING CHILDREN

One teacher tells her experience in caring for children on a farm. Returning to her country home, after a year's work in the school room, the charm and freedom of the out-of-doors made a strong appeal. Her own home, beautifully located, easily accessible, was a wonderland of woods and water. Just the place to quicken a child's interest and to develop both mind and body. There was pure water and every convenience for safety and comfort. Surely the promised yield of choice berries would prolong the berry eating season and fill what would otherwise be a gap in the summer's fresh supply, then would come the cherries and other vigorous growing fruits. The "Garden Bountiful" with its attractive display, was another factor in helping her to make her decision. She added a pond, some play ground apparatus, swings and hammocks. Then little cards of announcement were sent out. These stated the advantages of the location and the time for opening, June 15, exclusively for children from 5 to 13 years of age, under the supervision of a trained kindergartner who would take entire charge of the children, giving lessons in singing, riding, swimming, basketry and needlework. The terms including care of wardrobe and laundry were \$7 per week, or \$25 per month payable in advance.

After two vacation experiences, she was enabled to make payments on the farm, and to build an addition of eight rooms to the house. Many mothers wishing to have some one care for their children for a time, became enthusiastic patrons.

WAYSIDE REFRESHMENT

One of the newest, most effective ways for country women to make money is to establish a wayside tea room. How many enthusiastic automobile tourists have longed for a comfortable roadside resting place where they might "brush up", and then proceed to satisfy the appetite sharpened by miles of driving over dusty roads and quickened by fruit laden valleys and delightful refreshing gardens.

Two young women who had been confined to city offices for several years decided upon a change of occupation and environment. The matter of opening a place of wayside refreshment was seriously considered. A most desirable location offered itself, but the only building left on the farm was a barn, the house having been destroyed by fire. This was thoroughly disinfected and renovated, and some plain tables and chairs were purchased. An attractive sign was displayed. Notices sent to garages and shops in the cities and insertions in the newspapers served to advertise the roadside tea room.

An added porch was utilized for serving much of the time. One long table was conspicuously placed under an oak tree. This was laden with fresh eggs and home made jams. Later a gift shop was added. The returns at the close of the season were most gratifying. Strict business principles had governed them in all of their planning. Everything was delightfully clean and refreshing, food always well prepared and daintily served. The articles of food most eagerly sought by city patrons were provided by the dairies, orchards, and gardens of the country district.

TAKE-ME-HOME SHOP

One woman decided to open what she called a "Take-me-Home" Shop. Her past experience had led her to appreciate the anxiety of many housewives to manage their households with as great economy of expense and energy as possible. Tempting soups, wholesome, delicious baked beans, attractive salads and desserts, alluring thrift dishes with prominence given to conservation foods, all helped to solve the problem of preparing meals quickly and satisfactorily. The scrupulous care in the selection of materials, and the immaculate cleanliness pervading everything made customers enthusiastic in their praise. Women living in apartments who had formerly been dependent upon delicatessen stores were quick to avail themselves of the opportunity to transfer their patronage.

COLLEGE TEA ROOM

Practically a sure money making venture is found in a charming tea room in the heart of a college community. A tea room which stands for daintiness in all of its appointments and service, serving afternoon tea and light luncheons is certain to appeal to the discriminating taste of the average college girl. A room or rooms available for special occasions will be in almost constant demand during the college year. The tea rooms, restaurants, and hotels all co-operate in conserving essential army food for the use of the armies. So many deliciously

appetizing dishes are possible that it is a real household triumph to serve them. The spirit of the American student is so fine that she will not only be satisfied with such service but will anticipate it.

USE OF KITCHENETTE

The teachers and nurses rooming in a certain section of the city were greatly inconvenienced in arranging for their meals. A select boarding house within walking distance served most delicious, satisfying lunches, and dinners, but made no provisions for breakfasts. Some of the boarders adopted a two-meal-a-day plan, while others walked a greater distance and were poorly rewarded. One woman who observed the attendant difficulties conferred with three of the number, and then decided to fit up a pleasant room in her house where breakfasts might be prepared. She kept on hand cereals, bacon, ham, fresh eggs and cream. If an order for fresh fruit were left with her the previous day, this would be supplied. The charge was \$1.50 per month for the use of the kitchenette. Provisions were offered at store prices. The novelty of the plan was appealing, and teachers and nurses came singly and in groups to prepare their morning meal.

SERVING BREAKFASTS

It is a well known fact that the majority of people overeat; it is likewise a well known fact that the average college boarding hall apparently fails to appreciate the importance of supplying the proper fuel to the intricate living engine, the human body. The ever hungry "big boy" of the college, to whom, as a class, the adorable dainties of the typical college tea-room make little appeal, will vouch for the continued patronage of the "Breakfast Room" where every morning over steaming coffee cups, an opportunity is afforded to tarry a moment to discuss a knotty problem in mathematics or an involved sentence in Horace. The tempting cakes generously served with maple syrup, savory ham and eggs act as a mental stimulus while the inner man is being satisfied.

The woman who aspires to meet this need in a college community, should remember that rooms have as much expression as faces, and that the first essential for a cheerful room is sunshine. Good taste should dictate all along the line. These young men who are away from home appreciate and are influenced by home-like surroundings and motherly interest. Sample menus may be placed in fraternity and college halls to help advertise, though a satisfied patron is the best advertisement. Put your best thought to the matter, plan meals that all may have a

generous, substantial diet which will not grow monotonous, but will be always appetizing and nourishing. You will soon find that the capacity of your room will be taxed to the limit.

COLLEGE SPREADS

That there is a vast deal of difference between a college dormitory and the home from which the college girl comes, goes without the saying. The girl who is actively engaged in the Y. W. C. A. work, or who is identified with a sorority may feel this less than her classmate who is not. The woman who can help bridge over this gap, is sure to be popular with the girls, and will have more than one opportunity to make money. The jolly spreads and larks seem to be established institutions. The knickknacks and delicacies so scarce on the dormitory table will add to the good cheer of the impromptu and formal feasts of college life. A room for college parties is always in demand. A motherly woman who has a room or rooms for use on such occasions, who can prepare the refreshments and act as chaperon, endears herself to the girls and makes possible for herself a nice income during the year.

CATERING FOR SOCIAL FUNCTIONS

Women living in cities or in small towns where there is little competition, will find profitable employment in catering for social functions. One woman in a small town sent out the following announcement. "Mrs. Smith will be glad to serve refreshments for club entertainments, and other social functions, or to furnish light luncheons. Will also act as hostess if desired". It was necessary to employ only one maid, as the young women interested were glad to assist on many occasions.

One young woman who was employed as a maid, decided to become a caterer as soon as possible. She was granted permission to attend a cooking class one evening during the week at the night school. After two years study in the night school, she planned to enter a cooking school. The teacher knowing her plans, and needing some one to have oversight of the maid, offered her the opportunity of living at the school and assuming this responsibility. She was allowed to make engagements. Later she went into a home of her own and employed two trained maids. Her appointments were made weeks ahead. Club functions, receptions, dinners, wedding breakfasts, and other social functions kept her engagement book filled.

CATERING FOR INVALIDS

The woman who is looking for an opportunity to earn money should try catering for invalids. The chances are that she will not have a competitor. This work may be carried on largely under the direction of a

physician, and commands better prices than ordinary cooking. One will do well to give special attention to the so-called "soft diet", which includes broths, strained vegetable soups, soft cooked eggs, milk toast, junkets, custards, jellies and raw beef sandwiches. For "light diet" in addition to the "soft diet", learn to prepare chops, chicken, and underdone steak, baked potatoes and farinaceous puddings. Pastry and all rich and highly seasoned food should be avoided. In diabetes, gluten bread should be used, saccharine should be used instead of sugar for sweetening and for cooking also. The same is true of rheumatism and gout. One should be careful to follow a physician's directions in the matter of food for the sick as a great deal of harm is frequently done by those who do not understand. Make every dish look as attractive as possible. Linen and dishes should be spotless and silver and glass shining. Do not serve too much of anything. Delicacies which come as surprises are more apt to be appreciated. Dishes prepared should be very hot or very cold as the case requires. If the caterer has spare time enough to raise some choice flowers, she will find many an opportunity to brighten the sick room, and to add a dainty touch to sick room service.

PREPARING LUNCHESES

Another opportunity that lies close at hand is the preparation of lunches. One young woman whose home was near a high school which had no cafeteria, conceived the idea of furnishing fifteen cent lunches. The usual lunch was composed of sandwiches, home made cake and fruit. The lunches were carefully wrapped in paraffin paper and a paper napkin always enclosed. The same plan may be put into operation by supplying wholesome lunches to clerks and other employees in down town districts who find it impossible to go home for luncheon. One woman decided upon a successful plan of furnishing lunches to travelers. The cooperation of the newsboy on the train made possible the securing of definite orders from the passengers in advance which he telegraphed from the next station. Hot drinks were provided in the same way, the newsboy assuming the responsibility for the cups and delivering them to the cook.

BASKET LUNCHEONS FOR PICNICS

Anyone skilled in the culinary art with a reputation for delicious picnic luncheons that put an edge on a jaded appetite will find her specialty a lucrative one during the summer season when excursions to river, woods and mountains are of constant occurrence. Out of door recreation and feasting belong to the heated season for the most part, but the question of good lunches becomes one for study. Young people

in offices and stores, many of them away from their homes, appreciate this service. If the cook excels in her sandwiches, salads and baked beans, she will find her popularity for these occasions assured. Lunches that are economical, wholesome and appetizing will be the rule. Left-over meats in combination or alone may be utilized in preparing sandwiches. Fresh fruit should always be taken for granted. A small one compartment fireless cooker, with a triple nesting set of containers will be a valuable asset. Three kinds of food may be kept piping hot, or on the other hand as many may be chilled.

PARCEL POST DINNERS

A number of women living on farms have given emphasis to a phase of mail order business that has brought good returns, that of sending the main articles for a Sunday dinner by post. In this way a response to the constant appeal for things fresh from the farm is delightfully met. There is always a demand for poultry, young birds for broiling and quick cooking, and full grown fowls for broths and stews. Squabs are considered a great delicacy. Choice vegetables, delicious fruits, fresh butter and eggs, in fact, the very best from bounteous field, pasture, garden, vineyard and orchard, a real expression of completeness may be sent to the city housewife by parcel post.

HOME HAMPER MARKETING

In response to the calls from the government, millions of men, women, boys and girls have enlisted in the army of American gardeners, \$350,000,000.00 has been added to the national treasury as a result, it has been estimated, during the past year. The slogan for this year is not only more gardens, but better gardens. Gardening has become a patriotic duty. The aim has been for each community as far as possible to care for its own needs. The city dweller is frequently not in a position to do this. The post office department comes to the rescue of the producer and the consumer in an effort to act as a medium. The names of prospective customers in the cities who have been listed as such will be furnished upon request to market gardeners who have given names and addresses to the department. The gardener who contemplates doing a Home Hamper business should grow a large variety of vegetables. Experienced shippers have made use of two sizes of hampers, Georgia Carriers or California fruit crates. The smaller size known as the Junior Hamper, with a capacity of 16 quarts, selling for \$1.00, and the Senior Hamper with a capacity of 24 quarts, selling at \$1.50. Prices vary with seasons. The vegetables should be thoroughly cleaned, partly dried, and the crates lined with green paraffin paper. The express and

parcel post charges within a certain radius are paid by the shipper, excess charges are paid by the recipient. After the supply of summer vegetables and fruit is used, butter, eggs, cottage cheese, jams, jellies, pickles and poultry may be shipped.

WOMEN FARMERS

We are told that there are in round numbers 6,000,000 American women working for wages. Many of these are victims of poor health because of long hours and confinement of factory, office and school room. Such conditions will lead many of our new American women to eventually become farmers. Courageous, independent, womanly workers are now finding their places in growing vegetables and fruits, raising chickens, planting flowers, operating dairies and supervising the work in fields and meadows.

The Bryn Mawr girls under the leadership of their dean, Miss Helen Taft, successfully operated a farm last summer. Another group of girls managed a large dairy farm. Miss Ida Ogilvie, Department of Geology, Barnard College, acted as dean of the Woman's Agricultural Camp last summer. Here professional women, industrial workers, graduates and under graduates, held themselves in readiness to respond to the calls for help which came from near-by farmers. One woman raised nine children, farmed 1,000 acres and invented a corn harvester and baler. By simplifying and systematizing all work and making use of labor saving devices wherever possible the farming industry will no longer be an impossible one for women.

RAISING POULTRY

To Representative Dawson, we are indebted for the following: "Poets may sing of the glory of their eagle and artists may paint the beauty of birds of plumage, but the American hen is entitled to a high tribute for her industry, usefulness and productivity. In less than 60 days she can equal the total production of all of our gold mines". The growth of the poultry business is marvelous. Some one has called it Uncle Sam's billion dollar business.

There are different departments in poultry raising, Fancy Breeding, Fresh Egg, Broiler, Roaster, and Capon business. Fresh eggs are always in demand. Those who are making the production of eggs the main line, may, by careful selection, establish a reputation for egg production, and secure large orders for setting purposes. Fancy poultry raising is fascinating and offers large profit. In giving special attention to the broiler and roaster business, the profits are increased by dressing at least part of the output. There are a number of important standard breeds. The laying out of the poultry plant, the system of housing, equipment,

feeding and marketing are all subjects which should receive thoughtful attention on the part of the would-be-successful poultry raiser. There are a number of helpful books published that throw much light on the problems of the poultry farm. Poultry journals, government bulletins, and Poultry Associations are all invaluable.

RAISING DUCKS

One who has had large experience tells us that there is less disappointment in raising ducks than any other line of poultry. They are easier to feed, not so generally subject to disease, and require less care. The Indian Runner Ducks will outlay hens. If fed for that purpose, they will begin to lay in four and one-half to five months. They average 200 eggs a year, and when sold commercially, their eggs will bring more than hens' eggs. When two to six months old, they sell readily for meat, are considered a great delicacy, and bring liberal prices. Two sisters in Long Island sell 30,000 ducks annually at their home, "Tangle Wood Ranch".

RAISING BELGIAN HARES

Belgian hares are more profitable than domestic rabbits. There is large demand for them as pets, fine specimens selling for \$5 to \$10. Raising fine meat domestic rabbits is an attractive proposition. The meat is tender and palatable. One pound of meat can be produced cheaper with Belgian hares, because the cheapest known food can be used for raising them, hay, grass and dandelions are on the list. In raising Belgian hares one is not only reducing the cost of living, but performing an act of patriotism. A small city lot with the outlay of a few dollars for housing and fencing, will enable one to get a good start, provided the foundation stock is the best, and careful, painstaking work is done. As in the raising of poultry, so in the raising of Belgian hares, women have established themselves successfully in business.

Mrs. Robert M. Guggenheim, Frienze Rabbitery, Babylon, L. I., has attracted wide and favorable comment on the results of her work, winning a number of prizes at different exhibitions. One dealer received a \$5,000 single order for Belgian hares.

The canning of the product is being done on a large scale at the present time. In seeking to establish a local trade, it might be well to plan a series of demonstrations in the cooking and serving of the meat. There are a number of reliable books published on the rabbit industry. Young rabbits from six to ten weeks old have found easy market at sixty cents each.

BEE CULTURE

Bee culture is worthy of much more general attention than it is receiving today. A number of women have started apiaries that are bringing them gratifying returns. The fact that it is a business requiring considerable special knowledge and watchfulness makes it particularly adapted to women on the farm. A vigorous swarm of bees, clean hives, and a food supply involving a travel of not more than one quarter of a mile ought to produce one hundred pounds of honey at \$15 to \$20 and one hundred colonies would earn \$1,500 to \$2,000 per year. One woman raises bees and uses the honey extensively in making confectionery. Another who has myriads of bees supplies honey from her back yard apiary to hundreds of people in Boston.

GROWING ONIONS

Onions constitute one of the most important crops grown. Well prepared, well drained, rich loamy soil is a necessity. Onions should be grown under a system of crop rotation. One must be sure of the vitality of the seed. There are a number of popular strains. A great many growers throughout the country prefer the Yellow Danvers type to all others. In many sections, they command the highest market prices. The Prize Taker Onion is one of the largest and handsomest onions. From 250 to 450 bushels per acre may be grown on soil adapted to onion cultivation. A profit of \$50,000 a year is realized by Mrs. E. C. Dodd, the "Onion Queen" from her Texas ranch where she grows more Bermuda onions than are grown in Bermuda.

FRUIT RAISING

Growing the apple is a most profitable commercial proposition. There is prospect for four times the income from this source as from a similar acreage devoted to ordinary farm crops. Cherry trees require little attention, are thrifty, vigorous and prolific bearers. The strawberry is highly prized. The everbearing variety is rapidly finding a place in the home garden. The raspberry, one of the few fruits retaining original flavor when preserved, always find a ready market. Currants are hardy. Judicious care will triple the size of the fruit. If one can find it possible to can and preserve the products of the orchard and garden, the profits are greatly increased.

MUSHROOM CULTURE

Some one has said that the "mushrooms belong to the furbelows of life and are more ornamental than useful". Be that as it may there is an increasing demand for mushrooms. While the industry is practically

new, there are a great many who are devoting some time to the growing of this delicious fungi as a means of adding an inexpensive luxury to the family larder. Very few, unless it be professional growers or wealthy amateurs, will have a house specially adapted to mushroom growing to begin with. Closed sheds, unused barns, caves, cellars, and under benches in green houses where a temperature of from 55 to 60 degrees can be maintained are sufficient. The making up of the bed is important. The English spawn is without doubt the best obtainable. This comes in bricks. Reliable seedsmen can supply spawn of good quality. Beds should yield at least one pound of mushrooms to a square yard, sometimes the yield will be greater. The price ranges from fifty cents to one dollar and fifty cents per pound. The crop should be carefully gathered as the mushroom is delicate. When they have matured they should be picked every day or two.

Any one contemplating the raising of mushrooms for home use or for market, should inquire diligently into the matter. Bulletin No. 204 may be had from the Department of Agriculture, Washington, D. C. A number of leading seedsmen also issue reliable bulletins. An interesting treatise on the raising of mushrooms is offered by A. V. Jackson, proprietor of the Jackson Mushroom Farm, Chicago, Ill. Mr. Jackson enjoys the distinction of having the largest mushroom farm in the United States if not in America. Now a highly prosperous business man, he tells of his beginnings. "I did not own a stick of furniture in the world nor a foot of land". Within thirteen years he has established himself, putting \$25,000 into building up his plant, gathering as high as 3,000 pounds a week from his beds. One woman also conducts a large plant.

PICKLING FOR PROFIT

While the professional pickle growers annually place thousands of barrels of pickles on the market, there is an increasing demand for the irresistible home made pickle, one of the most delicious condiments for meat. Cucumbers, gherkins, string beans, green peppers (bull nose variety), beets, and cauliflower are raised by most market gardeners. The profits on these vegetables would be greatly increased by making them into pickles. Grow from pedigreed seed, which under normal conditions will sustain the national reputation of our reliable seed houses. Select the choicest and firmest vegetables. Unless there is some special reason they should be picked and pickled the same day, that none of the wonderful blend of tang and flavor escapes. At a time of financial stringency, Mrs. Ellen Kidd of Richmond, Virginia, was advised by her friends to put some of her delicious prize pickles on the market. Her "Pin Money Pickles" are now widely known throughout our own and several other countries.

CANNING AND PRESERVING

The woman who has a practical knowledge of canning and preserving will find in this a substantial means of profit. The government has come to the rescue of the housewife in the conservation of surplus perishable fruits and vegetables. In addition to co-operating with all of the state agencies, bulletins, most of which are free, have been prepared by specialists. One who wishes to make the products of her kitchen cannery attractive and popular, should resolve to make it not only economical, but first class in every way. Study to retain, when possible, the original flavor, color and texture of fruits and vegetables. Jams, fruit butters and marmalades can be made from small fruits not whole enough or firm enough to use in other ways.

When products are packed for sale, the State Food Commissioner should be consulted as to state regulations regarding such products. If packed for interstate shipment, information concerning requirements under Food and Drugs Act should be obtained from the Bureau of Chemistry. A real national service may be rendered through this industry.

JAMS, JELLIES AND MARMALADES

Almost every one today is interested in the conservation of national resources. Some of the greatest losses are apt to come in the crops of perishable fruits. Novelties in the preserve line bring large returns. In buying, purchase in large quantities. Use strictest economy in preparing your product. Inferior fruits, cores and skins, thoroughly cleaned, may under pressure yield juice for jellies. One woman in New York in seven years has built up a trade yielding \$7,000 annual profit from jellies and canned goods. In 1913, Mrs. Elizabeth Taylor of California began selling her products. Last year she shipped over 300 tons of canned fruit, worth \$100,000. Mrs. L. A. Schaaff began selling her marmalades and jellies eight years ago. She now ships by car load to many large cities.

DRYING PLANT

Often two or three women or even a group, will find it to their advantage to co-operate in some enterprise, the dividends from which are sufficient to warrant the combined effort. In this day so much of the finer American patriotism resolves itself into community service. This community service in turn is most closely related to the conservation of food. If the dryer is to be operated jointly by two or three women, it must have a good financial backing. There should be one of the

number who is a competent buyer, who will see that plenty of raw material is on hand. One should thoroughly understand the principles of drying, and one should attend to the securing of orders. If this be a private enterprise the drier may be located at the home of one of the women.

The drier can be easily constructed. Farmer's Bulletin 916 gives directions for making a drying plant for \$250 or less if much of the material is on hand. Valuable suggestions for drying fruits and vegetables are given in the bulletin referred to, also Farmer's Bulletins 841 and 903.

DAIRYING

The Country Gentleman tells of one woman, the widow of a dairyman in moderate circumstances who found herself facing the alternative of selling the stock and land at a sacrifice, or organizing the place and continuing it under her own management. She decided upon the latter course and began at once to make a scientific study of dairying. By close application she came to be one of the authorities of the state on dairy farming. She found an industry which yielded her a regular and substantial income. She is in demand as a speaker before farmer's and women's gatherings in her own and other states. Many of the women on farms are given the proceeds from the sale of butter and milk. Mrs. Flora Black of Pennsylvania has one of the finest herds of Jerseys in the state. Mrs. Foulke, of Chester county, Pennsylvania, a city bred woman managed five dairy farms at once, selling butter at seventy cents a pound from one of these.

CHEESE MAKING

In these days, we are hearing a great deal about cottage cheese along with other foods that are to supplement the so called "staples". So far as the nutritive value is concerned, it stands high in the list of food products. It gives us some of the most important part of milk solids in condensed form and is in a class with lean meat and eggs.

Pimento cheese may be made by mixing pimentos with cottage cheese. About one-half pound to one pound is sufficient for ten pounds of cheese. The pimentos should be ground fine in a food chopper, and then thoroughly mixed with the cheese. It should be put in one-fourth pound or one-half pound containers for market or in earthen, glass or enamel containers for storage. This cheese is excellent for sandwich filling. A pleasing variation is the combination with broken meat nuts, chopped pimentos or other crisp vegetables. These combinations bring higher prices than plain cottage cheese. Only such

quantities should be prepared as can be disposed of in two or three days. A number of women have developed a profitable industry by making cottage cheese, American Neufchatel cheese and pimento cheese.

YULE-TIDE SPECIALTIES

Among the holiday specialties that find ready sale are mince meat, plum puddings and fruit cakes. There is no denying that some of these old time favorites are expensive, hard to make and somewhat indigestible. This need not be so, though the fact that they are does not rob them of their popularity. Choice, but inexpensive recipes should be used. Some one has conceived the idea of an uncooked fruit cake in which the ingredients are successfully blended and held together. Materials should be bought in large quantities. Orders may be taken in advance or products may be placed with grocery stores. The puddings or cakes should be carefully wrapped in paraffin paper and attractively tied with ribbon or placed in fancy boxes secured for that purpose.

CAKE MAKING

One woman who has learned the art of skillful cake decorating realizes large returns from this. She often furnishes hundreds of small cakes for receptions. In addition to her baking, she offers a course of five lessons for \$5. Another woman has discovered that certain cakes with which she has unusual success, do not lose their fine texture or edible qualities for three or four days after being baked. In addition to a large local patronage, she is doing a profitable mail order business, many of her cakes being shipped long distances. Mrs. Betty Lyle Wilson has supplied the White House table repeatedly with a most delicious concoction in pastry which she has been pleased to call the "President's Fruit Cake". Not only presidents, but senators, judges and governors have been permitted to sample this most successful dish of a successful housewife.

Some expert cake makers devote their entire time to making wedding cakes. Madame Blanche de Ralec doubtless leads in this line. All of her work is done in her own kitchen in her apartment in New York. Her cakes have again and again adorned wedding tables at the White House, five Roosevelt cakes in all. It is said that she baked the largest cake ever baked in America for the Gould-Decies wedding. These cakes are baked four months in advance. The first tier is made up of four layers. The decorative design is then chosen by the bride-to-be and artistically developed in sugar. These cakes command the handsome price of \$1,000. There may be, there doubtless is, only one Madame Blanche de Ralec.

HOME MADE CANDIES

Most women have a natural talent for candy making. There is probably no better opportunity to make a beginning of what will eventually become a lucrative business. A very small capital is all that is required for investment in raw materials, such as sugar, chocolate, nuts, fruits, syrup and flavoring extracts. One should have a high grade confectioner thermometer in order to be able to boil all kinds of candy to the proper degree, a moulding tray for chocolate bon bons and cream candies, a candy funnel, and a candy dipper for coating purposes and paraffin paper for wrapping.

The demand for home made candies is great and the profits correspondingly large. In starting in the candy business, it is well to begin by specializing. Make only first class goods. Sell at reasonable prices. Much of the product which the average retail dealer handles comes from large factories and is adulterated confectionery. Then again, the large factories make a superior grade of confectionery which is prohibitive because of the high price. Sugarless war candies have become popular these days. A large business can be established in these delicious confections. There need be no dull seasons in the candy business. All of the holidays present special opportunities. One woman secures orders from all of the Sunday Schools in her town at Christmas time. Another sells over \$200 worth a month. An original investment of \$5 now brings yearly returns for one young woman that are represented by five figures.

CLOTHING

DRESSMAKING

Some one has said, "Where there is a woman there is a way". More than one woman has found in dressmaking the way for making ends meet. One young woman who had a great deal of creative and artistic ability found it necessary to support herself and mother who was a semi-invalid. She decided to take a correspondence course in dressmaking to enable her to become more skillful. While carrying on this course, she did plain sewing and made children's dresses. After completing her course, she announced that she would open dressmaking parlors in her own home. Her work soon became known and her reputation as a conscientious, painstaking worker was established. Her patronage was so liberal that by the end of her first year, she had saved enough to send her mother to a sanatorium where her health became so improved that it was possible for the daughter to take a year's residential

work in an approved domestic science school. Following a brief vacation, she opened an establishment which now brings her thousands of dollars annually.

SPECIALIZING IN SEWING

To the woman who is handy with her needle and yet does not wish to undertake dressmaking for women, specializing in children's clothing affords an excellent opportunity. It does not require extraordinary knowledge, neither does the problem of fitting enter in to any extent. Charming simplicity is the key-note, add to this the spice of originality and you will soon be able to display an excellent variety for selection. The making of underclothing involves no difficulties, while the dainty "best dresses and suits" together with the practical every day garments, follow straight lines for the most part. Children's aprons are a great economy, and may be worn not only during play but at meal time as well. A great many women have found congenial and profitable employment in this way.

BABY SHOP

Simplicity and daintiness together constitute the key-note of all of his majesty's belongings. For state occasions, a little more elaborate toilet may be made. A complete line of babyhood comforts, designs in knitted and crocheted woolen garments, sacks, caps, coats of saxon and zephyrs, socks, crib and couch covers, and dainty garments in fine white materials will be found in every up to date baby shop. Every mother is anxious to supply baby's needs, though the prices attached to the articles in many shops are prohibitive. Distinctive, fascinating styles may be shown at ordinary prices. Toys, baskets, and bassinets may be added to the line as the business is enlarged.

MAKING LAYETTES

A real need is met in furnishing layettes to prospective mothers. Attractive cards advertising the line may be placed in the hands of physicians and nurses. These will serve to bring the mother and the seamstress together. The simple machine made garments as well as the exquisitely fashioned ones may be supplied. Often mothers will do most of their own work with the exception of one or two dresses which are for special occasions and are most delicately wrought, and call forth the admiration of all who see them.

MENDING AND PRESSING

"All Kinds of Mending Done Here. Evening Dresses Pressed"

If you have been a college girl or have ever witnessed the despair of a college girl with a pile of garments spread out before her, all of which are in need of some kind of attention, mending or pressing, you will understand her dilemma when the calls of the class room, athletic and social life are sounding in her ears. You will also understand her keen appreciation of the services of the little woman whose sign appears above. The real benefactor, a one-time college girl, had in mind the needs of the college community. She received a liberal patronage from college women, both students and faculty members from the day of opening. Very soon business women, burdened mothers and busy housewives came for assistance. She became an expert in her line, and was obliged to engage others to help her.

MENDING FOR MEN

A woman living near a Y. M. C. A. building, University or Theological Seminary will find an opportunity to secure mending enough to occupy her spare time. Announcements placed on Association, College, and Fraternity bulletin boards will be all of the advertisement necessary. It should be understood that clothing should be properly tagged or marked for identification, and that it should be freshly laundered. One should be in a position to furnish patches and buttons. Small tears in woolen suits and overcoats may be darned by one who is expert. Unless one is thoroughly competent, however, such mending should be left for the tailor. Mending Bureaus have been established at the various training camps throughout the country.

LAUNDRY PRIVILEGES

A college community always presents specific needs as special opportunities. One woman living in the heart of such a community, conceived the idea of offering laundry privileges to conscientious young women who were endeavoring to reduce their expenses to a minimum. Her laundry was well equipped. Some additions were made. She then interviewed the president of the Y. W. C. A. submitting her proposition of offering the use of the laundry at stated hours on certain days of the week, each girl to pay fifty cents a week for the privilege. It was understood that everything would be furnished including soap, starch and bluing, together with irons. Those using the laundry were expected to leave it as clean and orderly as they found it. The profits during the year were nearly \$150.

KNITTING

A comfortable and easy means of home work either during spare time or for regular employment is found in the auto-knitter manufactured by the Auto-Knitter Hosiery Co., Buffalo, N. Y. The machine is mechanically right and intensely practical. It is equal to twenty-four hand knitters and works more satisfactorily. The hosiery turned out is of the approved seamless variety with toes and heels reinforced. Socks, stockings, caps, small sweaters and other woolen articles may be made. Old stockings and socks can be re-footed in less time than it takes to mend them. The company will furnish standard yarns, and will pay liberally on receipt of consignment for work done. In addition to this a war bonus is granted. The worker, however, is at liberty to buy yarn elsewhere and make disposition as she wishes. If one prefers to sell her goods locally, she will realize larger profit. No teacher or experience is necessary to learn to operate the machine as simple instructions are furnished with it. Mothers find that these machines save considerable outlay. Members of the family can add materially to the income doing spare time work. There are climates where woolen hosiery is sold the year around. Campers, surveyors, canoeists, and others make extensive use of woolen goods. Many of these machines are being used to provide woolen comforts for soldiers and sailors. The basis of a business can be built upon one machine. Other machines may be added.

PARLOR MILLINERY

When we see the prices which are attached to so much of the millinery of today, even though we are not besieged with imported styles and effects, we are well nigh discouraged. It is said that all legitimate millinery establishments have the same policy in pricing hats. For instance, a hat costs \$5; add 20 per cent. for the expenses of the buyer while in market, then double this amount, and you have the selling price \$12. With the enforced economy of today, the demand is not so much for the exclusive shop as it is for the shop where the less expensive millinery may be had, or the shop established for the sole purpose of rejuvenating hats or making them from materials on hand. One should make a study of shapes, colors, textures, weaves and trimmings. Ten cent store foundation may be used in part. Untrimmed hats may be ordered from wholesale houses by the dozen. Models should be selected with a type of individual in mind. Women have turned deftness with the needle to good account, through parlor millinery and have been kept employed practically all of the time. The fact that a room in one's home will save store rent helps to swell the profits.

SHELTER

HOME DECORATOR

Even in the smaller cities there is need for a specialist who may be consulted as to the practical and artistic decoration of the interior of the house. A careful study of various kinds of woods for interior finishing is necessary as this is often made the key-note of successful color schemes. The decorator should be prepared to furnish panels showing wood finishes, samples of wall paper, tapestries, color plates showing rugs, floor coverings of various kinds; catalogs showing shades, curtains, and electrical fixtures. She should be familiar with prices and know reliable furnishing houses. A professional decorator should not be wedded to a style of her own, but will study to give practical, artistic development whenever possible to the ideas of those employing her. The sincere decorator should plan just as carefully for the modest requirements of the small house as for the large one. Improvements in process more than change in fashion make it imperative that the decorator keep abreast of the times in her profession.

WOMAN ARCHITECT

A house must have genuine life. It is seldom, if ever, possible to have a perfect house, but one that most truly interprets the family which is to live in it, and that best meets their requirements will be a house that is a home. The discerning architect is the one who can most nearly perform this service. In the field of domestic architecture, a woman of artistic taste with an eye for the practical, should find herself at home. One woman devotes her time to the designing of children's nurseries and playrooms for homes, hotels, apartment roofs and hospitals. Another woman designs government and office buildings, factories and residences.

HOUSE SHOPPER

One woman realizing that a house has character, and that most women live with a house as well as in it, decided to come to the relief of the women of her city who were in quest of homes. Her business card appeared in the local newspaper and the public was informed that another woman had blazed a new trail in her effort to earn an honorable living as well as to be of real service to the women of her community. Many who knew something of the problems of house hunting and the helplessness of demonstrating good taste appreciated her service.

Another woman, Miss Genevieve Sanford, the "Greenwich Village

Home Finder'', the title by which she is known, finds homes for 1,500 people each year in that section of New York City. She has made a survey of her neighborhood, and can give full information concerning available houses on her list. Her charges are reasonable, \$1 for the use of her lists until one is satisfied.

RENTING ROOMS

Passing along certain streets in our cities, one is almost wearied by the sign, "Furnished Rooms to Rent'', and is forced to the conclusion that many of our young people away from home have found themselves lodged in undesirable places. The woman who aspires to keeping roomers should first of all be a home maker as well as a housekeeper. She will wisely become a specialist. If she is living in her own home, her location may be a settled fact; if she is to rent, she will do well to study the possibilities of the available houses in select residential districts. She will look for a house of sufficient size to make it a paying proposition. The hall must be pleasant and inviting, the rooms well lighted and home like and the plumbing and heating systems in good order. She will see that the walls are made attractive, good taste dictating. Neat window shades with plain white curtains add much to the appearance. If the floors are in excellent condition, small rugs complete the requirements here. If they are to be covered, linoleum in matting and carpet patterns is surprising in its possibilities. It offers a charm and effectiveness and its durability is unquestioned. If part of the furniture is old, it should be renovated. Privacy of lodgers should be respected. The use of reception hall or parlor should be granted. Absolute cleanliness and daily, thorough ventilation should be the watch word in the care of the house. Rentals will vary in different localities.

RENTING SUMMER COTTAGES—TENTS

A good income may be realized from renting summer cottages and tents. A great many vacationists who do not own their own cottages at resorts are always in quest of something in this line. Canoes, cots, bedding, stoves and dishes may also be rented at good profit. Furnished cottages bring larger returns.

One woman found herself on the settlement of the family estate in the possession of a small tract of wooded land about ten miles outside the city near a most delightful stream of water. Surrounded by majestic oaks was an old weather beaten house which had been vacant for several

years. This she had remodeled and furnished as a summer cottage. A small boat house was built and two canoes placed in it for the use of the renters. The cottage accommodated eight persons and was rented practically all of the season at a good figure. Two tents were placed on the lawn, which gave accommodation to the overflow.

EDUCATION

PROFESSIONAL GRANDMOTHER

By the passage of the Smith-Lever Act, "a profession for grandmas" has been created. It was provided that \$10,000 of Federal money should be apportioned to each state for the purpose of "giving instructions and practical demonstrations in agriculture and home economics". The State Agricultural College through its Extension Department handles this money. Much of this work has been done by graduates of Home Economics Departments, but some of the most acceptable service has been rendered by mature, practical housekeepers, whom Mrs. Frederick has called, "Professional Grandmothers".

One woman supplemented her practical experience with two short courses at a large University. She is assigned to a small town where she makes her headquarters. Once a week in the little library, she speaks to a group of forty or fifty women from the surrounding district. Hiring a horse and buggy she goes each day to the homes of some of the women whom she has met at the library. Here she talks over many household problems, better school standards, improved roads and cultural advantages. After completing her schedule of appointments, another center is assigned to her. Another woman goes from county to county as canning demonstrator. She has become director of canning clubs for her state. Another one helps inexperienced housekeepers and young women about to enter their own homes. Still another, not supported by state funds, goes into the homes of the poor teaching them the principles of good housekeeping and home making.

CHILDREN'S OUTING CLUBS

Many mothers are glad to have occasionally, some one under whose care boys or girls may be placed for an afternoon. Pleasure and profit may be combined in arranging for this. One who has love for nature and some knowledge of science will find this plan for earning money peculiarly adapted to the summer vacation. First formulate a systematic plan for the summer's work, a series of hikes. Zoological, botanical, geological hikes, if you please, they may be to you; the children will think

of them as outings. Arrange for a series of ten or twelve field lessons. Ten children in each group is better than a larger number. One tramp each week for three months, \$3 for each child. Have it understood that the plan is for the entire series rather than for single outings. This would make a charge of twenty-five cents for an afternoon. It should be understood that each child should furnish a description of the specimens found on these trips. This may be done by means of writing, drawing, painting, modeling in plasticine or clay or by cutting. The character and completeness of the work expected will depend upon the age and ability of the children. Collections of every kind should be encouraged. These will make very delightful souvenirs of the summer. Interesting and instructive records should be kept. These outings will be the means of teaching the children to become keen observers of the myriad forms of life. Birds, habits and homes may be studied. Butterflies and moths may be collected and specimens preserved. Trees, mountains, rivers and rocks all afford interesting subjects for consideration. The equipment for all of the outings is easily supplied, nets, hammers, picks, chisels, trowels and baskets. The parents should be responsible for these articles.

KINDERGARTEN AT SUMMER RESORTS

The following plan was carried out by a young woman, a trained kindergartner who had spent a most delightful season at a summer resort. She had been impressed with the difficulties of mothers who did not employ nurse maids. She had met a number of these mothers, through these she secured the names and addresses of others who were to return with their children. She rented a bungalow, fitted it as a kindergarten and sent out announcement cards. Before the season opened, she had the names of twenty-five kindergarten children on her list. To these were added ten more later. Her charges were \$1 per week per child for the seven weeks. After paying rent and meeting the expenses of materials and equipment, she had a little over \$200 to her credit.

EVENING CLASSES

The evening class makes possible a good income. In communities where there is a large foreign population, a convenient situation is afforded for teaching men and women to read, write and speak the English language correctly. Excellent work is done in many of these classes. Many foreigners are appreciative of educational advantages and are very ready to accept the opportunities offered them. Their desire to learn enables them to overcome timidity, for they realize something of what it means to them in the way of advancement.

One young woman arranged a weekly schedule as follows:

Greeks—Mondays and Tuesdays-----7:30 to 9:30

Polish—Wednesdays and Thursdays-----7:30 to 9:30

Italian—Fridays and Saturdays-----7:30 to 9:30

A similar arrangement was made for foreign speaking mothers in the afternoons. Classes in each instance were limited to eight or ten. Charges were nominal. The fee for each individual in the different groups being twenty cents or \$1.50 a month. For the mother's class, however, a lower rate would be advisable.

Evening classes for the teaching of various subjects to other than foreigners are being maintained in many of our schools and often have a large enrollment. If the public school makes no provision for this, an opportunity presents itself for individual undertaking.

GIFT MAKING CLASSES

Women of artistic taste have found gift making classes interesting and profitable in the way of financial returns. A class in designing and gift making may be started two or three months before Christmas. Arrangements may be made for single lessons or for the entire course, each one making the articles she chooses. Suggestions, lists and designs of gifts should be displayed, original designs may also be used. One should not only know how to give instructions in the making of the gifts but should be informed as to where the material may be bought and at what price. A class for children may meet once every week throughout the summer vacation. Birthday and Christmas gifts may be prepared for the members of the family and friends, and favors and souvenirs for different occasions.

TUTORING

There are often children in the public schools who because of illness or other enforced absence or because of inability to keep up with the work of their grades, fail of promotion. Many parents are not only willing to pay for private instruction, but are glad to know of one who is in a position to do this work. Superintendents and principals in the public schools would be pleased to co-operate with efficient instructors. If one is living near a college, an opportunity may present itself there.

SCHOOL FOR DOMESTICS

One young woman after completing her course in Domestic Science, interviewed a number of housewives in her own city regarding the opening of a six weeks school for domestics. It was her hope to help solve the perplexing, annoying problems incident to domestic service,

and to enable the house maid to become more proficient. She found a number of employers glad to co-operate with her. A model flat was furnished. A notice was sent to several country newspapers in an effort to induce girls to attend and qualify for good available positions. A number of women paid the tuition for their maids. One woman who was interested in getting the factory girls to enter homes, helped to finance the enterprise.

COOKING CLASSES

One woman who had taken a domestic science course in the high school and later other supplementary courses, decided to make use of this knowledge by organizing classes in several towns within a radius of a few miles. Advertisements were placed in the local papers of these towns. Classes were sometimes conducted in church kitchens. The groups averaged ten. A charge of \$2.50 was made for a series of twelve lessons. After the expense of buying materials, paying car fare, and paying rental of church kitchens or other room, she realized a good profit from the towns visited.

STORY TELLING

One who loves story telling and really takes it seriously, recognizing its importance in moral and religious education, will find it a remunerative as well as a delightful profession. If one is not a born story teller, she may become proficient, developing unusual skill. If she possesses natural ability this may be developed into conscious art.

One young woman who had been a teacher, decided to tell stories for a living. She made a beginning by telling stories to a group of children in the Y. W. C. A. The Library Board later co-operated with one of the Women's Clubs and arranged for a course of twenty-five stories to be given weekly throughout the spring and winter. The interest in children's stories became thoroughly established. Then came the vision of a book shop near a private school. This became an assured success. Her ability as a story teller was every where acknowledged. Story hours were planned for every Wednesday and Saturday. The stories were chosen from the books in the shop, and were the choicest. This served to introduce the books on her shelves.

MUSICAL OPPORTUNITIES

Often one who has been given liberal advantages along musical lines, has been confronted with the proposition of returning to a small town, and there endeavoring to solve the problem of a livelihood by means of her art. She may find herself in the midst of a musically uneducated

public, and it will be difficult for her to develop her art. While all may not be educated to appreciate the world's classical music, the plain people throughout the years have given expression to the instincts, fancies, loves, joys, sorrows and worship of their lives by means of music. She should resolve to make herself a real factor in the development of the community life. She should add to the education of the public, not merely give it what it already knows. Many under her leadership may come to show distinct signs of musical ability.

The position of teacher of music in the public schools may offer itself or her studio may be in her own home. Again, playing the church organ, or acting as chorister or soloist may help materially. Churches and musical clubs often include the larger percentage of those who are making any kind of a study of music. Many of the members offer good material, and make it possible to present two or three entertainments during the year, not so popular as to be musically cheap and not so classical as to be unpopular. A professional coach may be obtained for light operas or scenes from more pretentious works. These may be given and 25 per cent. of the net proceeds paid to the promoter. The same entertainment may be given in two or three nearby towns. Bringing a gifted teacher to town and acting as her pianist on all occasions would offer special training and pay financially.

TRAVELOGUES

The widow of a well known professional man found herself facing the question of self support. Five years of her married life had been spent in a tour of foreign lands in company with her husband. The wealth of her experience led her to arrange a series of travelogues. In this way she has given to thousands the benefits of her extensive travels. Her work has from the first been of high order. One who is in a position to know says she presents one of the most remarkable "Round-the world" lectures ever given from an American platform. Her word pictures are always vivid and thrilling.

RECREATION

READING ALOUD

One who appreciates the importance of intelligent and pleasant reading aloud, and who possesses a clear musical voice, may not only use it as a means of making money, but may receive a far greater reward in the consciousness of having given relief to the weary monotony of many a shut-in's life. One of the best opportunities of reading to invalids

in the hospital or sanitarium is gained through the physician or nurse who will be glad to place one's professional card in the hands of patients. The physician realizes that his patients must be abstracted from their surroundings. It is in helping to bring this about that purposeful, impersonal reading lends this charm. The reader may prove herself a cheering, soothing companion acting as a medium between the tenderest, bravest and purest characters and the listener. She should remember not to read too much at a time, but to stop before her hearer is tired. Languor will give place to animation and spiritual comfort will drive out the gloom of the sick room.

One young woman earned from \$30 to \$40 a month, giving her services for fifty cents an hour. Old people, and semi-invalids at home and at the summer resorts would be glad to know of such service. Women's Clubs might unite in engaging some one to visit old ladies' homes or homes for the aged.

PLANNING CHILDREN'S PARTIES

One woman who was a successful teacher before her marriage wished to supplement the family income. Her school entertainments had always been the subject of favorable, enthusiastic comment. She decided to continue this line of work knowing that many mothers were confronted at least annually with the desire or necessity of giving birthday parties for the boys and girls in the home. Her originality, supplemented by her files and books of clippings, she amplified, adapted and made personal and charming. There was nothing elaborate about the parties, mothers of unlimited means understood this. Children were expected to welcome their little friends, while the mother in the back ground would assist as hostess. In the case of parties for older girls, they were allowed to exercise their imagination and ingenuity in helping to plan for the occasion. They delighted in writing the invitations and making favors, helping to arrange flowers and planning for the games. Her story telling and catering greatly increased the demand for her services.

GIRLS' SUMMER CAMP

The woman who possesses a real love for girls and is keenly alive to the joys of living in the open will find a most delightful opportunity in establishing a summer camp for girls. First of all, in the serious thought of the camp that is to be, plan to secure a desirable situation as nearly ideal as possible, within the reach of historical places, lying on the shores with mountains nearby for climbing. The camp may, doubtless will, develop as many other enterprises do from a small beginning, but it may grow to such proportions that its growth will surprise its founder. The

initial expense need not be large. The substantial part of the equipment may be a cottage which will serve as a center of camp hospitality and a lodge where the girls may get together during inclement weather. Provisions should be made for water and athletic sports. No girl should be allowed to get into a canoe until she has passed an adequate swimming test.

An excellent housekeeper or cook, one or more camp counselors and a trained nurse are quite indispensable, though the actual service of the latter may not be needed. A distinctive camp costume may be adopted. A list of articles of individual equipment should be outlined and sent to prospective patrons. A copy of the daily program should also be enclosed. The cost of living, natural advantages, camp features and equipment will determine expenses. Good camps charge from \$125 upward for a season of eight weeks. Special charge is usually made for tutoring if this is desired.

KODAKERY

A camera enthusiast will find profit in pursuing her hobby. She may arrange to go to the homes and take pictures of children at play or in the midst of home surroundings. The deep satisfaction and pleasure derived from portraits of friends and family taken in every day environment, makes a large place for the home photographer. One photographer who had won recognition for artistic work in his studio abandoned this for the opportunity he found in the homes. One young woman who specialized in pictures of children arranged for regular appointments at three to six months intervals. A pictorial record of the child's appearance from babyhood to maturity may be obtained in this way and will be cherished by the parents and treasured by the child itself as it grows older.

Taking kodak pictures for souvenirs, post cards, calendars and booklets afford good profit. If one can develop and print the margin is larger. One may find opportunity for printing and developing for amateurs and tourists at summer resorts. One woman who was a bookkeeper with hours from nine to five, made arrangements with a local dealer to do photographic work in the evening. She took orders for the work through his store and paid him 20 per cent. of the earnings for his trouble in handling it. She bought her own paper and developer in large quantities. Working three evenings a week, she cleared \$125 during the year.

COLLECTING BUTTERFLIES AND MOTHS

The collecting of butterflies and moths offers a profitable spare time work for lovers of nature. The demand for butterflies is ever increasing, and it is said that there are 10,000 rich collectors today who are buying specimens for their collections. The Rothschild collection alone is estimated at hundreds of thousands of dollars. Colleges and museums buy large quantities for study purposes. Common specimens sell at five cents each and rare ones as high as \$7 each. Sometimes collectors find whole colonies of valuable specimens during their rambles. One young woman averaged \$50 a week during the season, making \$600 in eleven weeks. She now operates a butterfly farm and raises specimens from eggs. One farmer in Oklahoma has made an enviable record. When localities have been diligently worked many rare specimens will invariably be found.

Anyone interested in collecting should write James Sinclair, entomologist, Los Angeles, California. For a small consideration, Mr. Sinclair will furnish instructions, pictures, descriptions, giving methods for attracting, capturing, painlessly killing, preserving, packing and shipping. He will also furnish a list of 750 kinds wanted. Information may be had from the different state universities.

MOTORING

Upon the advice of her physician, one woman decided to live in the open air as much as possible for three or four months, making extensive use of her car. This made it necessary for her to secure the services of a competent maid. She saw in her seven passenger car, the possibility of providing the wages for her help. The town in which she had lived was one of historic interest. There were tourists visiting throughout the summer. She had some placards printed and placed in the Y. W. C. A. and the ladies' parlors of the different hotels. These stated that on every afternoon, except Sunday, she would meet women and children who wished to go sight seeing at certain hours at the Y. W. C. A. Her charges were fifty cents a passenger. Her work during the three months paid for the services of the maid, left her a good balance and a degree of health she had not known for years.

FANCY NEEDLE WORK

The expert needle woman will find that there is an unlimited demand for articles in hand work. It is important that she should know the requirements of the market. Many women are willing to pay liberally for household linen done in hand work, charming little accessories for

the dressing table and bureau, rare tea table sets, and other effective pieces. There is always a demand for gifts distinctive in design and delightful in practical value. The bride-to-be is looking for exquisitely dainty and serviceable lingerie, blouses, camisoles and night wear. Crocheting and tatting in exclusive and original designs may be easily adapted to these.

HAND PAINTING AND TINTING

There is always a demand for artistic cards of different kinds, menus, programs and other work in this line. To any one who is gifted in the use of the brush, here is an opportunity for a profitable and exceedingly fascinating work. With a camera, one can make her own pictures. Long tramps through the woods, up the mountain and by the stream afford almost unlimited opportunity for obtaining beautiful views of natural scenes. Mountain scenery and rustic places appeal to all and have a cash value. Lantern slides may be made from these cards. They may also be colored. If one can add a gift for rhyme to her talent with the brush, possibilities are greatly increased. One young woman who has been devoting her time to such work sends her cards all over America. The profit on hand painting is large and the profits on tinting is from 100 to over 400 per cent. One may work through merchants, druggists, stationers or individuals. Get into communication with people who entertain. Those who give parties, dinners, luncheons and musicales are always looking for the dainty and artistic place cards, programs, menus and favors. Cards and pictures may be obtained for tinting.

CHINA PAINTING

The most particular housewife considers table adornment one of the charming features of home building. After she has chosen her complete sets, she will be interested in odd pieces, and it is here that the woman who can artistically design and skillfully execute china painting has her chance. The holiday season presents the best opportunity of the year for the disposal of hand painted china, though there should be a good demand for it throughout the year. After dinner coffee sets, teapots, creams and sugars, chocolate pots and bon bon dishes giving evidence of real artistic endeavor recommend themselves, while individual jars and vases, quaint and distinctive with exquisite pieces for milady's dressing table are always popular.

MISCELLANEOUS

THE WRITER

Among our best writers are those who have not despised the day of small beginnings. Books, study courses, Bureaus of Criticism and Advice and periodicals lend inspiration and help, and enable the writer to arrive at his best. There are those who are able to write along special lines. Whatever the message, it should be given clearly, honestly, with directness and conviction. Certain kinds of writing call for literary talent, others are of reportorial, descriptive or narrative nature. There is a wide field from which to choose. One young woman met practically all of her University expenses by writing street car advertisements. Another paid a season's expense of motoring trips, by a series of articles growing out of her experiences in an overland trip across the country. Give your best literary effort to whatever line you may follow.

NEWSPAPER CORRESPONDENCE

In the United States alone there are more than 50,000 newspapers and magazines published. Their issues vary, some are dailies, some weeklies, some monthlies and some quarterlies. Every trade and profession has its literature. The amount required for these numerous publications in addition to books and pamphlets seems incredible. Some one has to prepare all of this reading matter. Anyone who has a taste for writing and can write good English, even though she may possess no special literary skill or finished style of writing, may still find numerous opportunities without leaving the beaten track of daily routine. There are many journalistic assignments, such as those covering women's clubs and societies, weddings, receptions and social functions of all kinds, church work, Red Cross work, children's parties and subjects of peculiar interest to women. Women are in greater demand for this service than men.

PROOF READING

Proof reading is one of the most agreeable and best paying lines of work a woman can do at home. It requires a keen, quick eye, concentration of thought and close application. One does not need a college education in order to become competent. There are no difficulties, intricacies, or technicalities. It is quiet, refined, educative with an unlimited field of knowledge always presenting itself. The latest and greatest achievements of human intellect are first given publicity

through the press. Proof reading is one of the least crowded, best paid and most highly esteemed professions. It has frequently been the road to authorship. The countless millions of pages of printed matter make necessary the employment of thousands of proof readers. The minimum salary is \$21 weekly. One woman does her own house work and averages \$40 a month, and is obliged to turn away those wishing to have work done. Another woman makes \$25 a week. Because of their quickness to detect errors, many publishers prefer women. For those interested, but without experience, the National Proof Readers Association, Indianapolis, Indiana, offers an excellent correspondence course.

WRITING ADVERTISEMENTS

It has been stated that 90 per cent. of the purchasing power of the United States is vested in women. Because of this, business men deem it desirable that the feminine point of view be considered in the advertising matter prepared. This has led to the employment of many women in the advertising departments of large concerns. Initiative, good judgment, energy, ambition and determination are all qualities which make for success. One must be able to meet and interest people. She should know human nature. Study the particular article or articles to be advertised. Know all about the various advertising mediums, circulation of various papers and magazines. If one is to be intrusted with space buying this is necessary. Study circulars and advertising matter submitted to you. See where they are weak and where they may be improved upon, to make larger sales. "Letters That Make Good", a 465 page book, compiled from the files of more than one hundred of America's best sales letter writers, is an invaluable aid in applying the fundamental principles of salesmanship to any line of goods. Good correspondence courses are offered for those wishing to prepare for this work. Colleges make provisions for its consideration. Newspapers, magazines and department stores offer good opportunities. One who devotes all of her spare time to this work should realize a good income.

COMMERCIAL ARTIST

Closely allied to the work of the copy writer is that of the commercial artist. This is proving a most attractive field for women. While some may think it difficult to commercialize real art through advertising mediums, it remains a fact that some of our highest priced artists have found it worth while to devote themselves to this field. They have not only exhibited specimens of executive excellence, but have given wide circulation to their work, and have outstripped all of their former efforts to make a gratifying income. Given independence

and originality, together with mechanical skill and correctness and much of the beauty of the higher departments of art, a woman should find many opportunities to apply her profession to publicity work of the higher type. She may give all of her services to one firm or publication or maintain her own studio and work for a number of concerns.

LETTER SHOP

Women who have been trained for business, but because of home claims or for other reasons are not able to devote all of their time to it, will find that spare time work brings good returns. The business woman who is bright, cheerful, obliging and dignified and who possesses immeasurable tact will find that she has valuable assets to aid her in establishing a successful business. There are always a good many who do not give regular employment to a stenographer or type writer, who will be glad to pay well for the service. There will be all kinds of letters to be written, letters of collection, letters of application, architects wishing specifications and secretaries of different organizations needing tabulated reports.

One young woman, knowing nothing about shorthand or type writing, rented an attractive office in a new building just being erected and secured the names of the prospective renters of office rooms. To these she offered the services of a competent shorthand reporter at the rate of \$1 per hour. She engaged three of the best recent graduates from a business college at the rate of \$10 per week, and provided type writers for two of the girls, taking it for granted that ordinarily one girl would be out for dictation. Her net earnings were about \$200 per month.

SOCIAL SECRETARYSHIP

This position is one that carries with it refinement and a careful observation of the little niceties that suggest good breeding and cultivation. One must possess tact, social sense and a genius for detail. Revision of visiting lists, securing and arranging of addresses, making numerous calls, attending meetings of various kinds, together with helping to plan social functions, interviewing caterers, decorators and florists; giving suggestions as to arrangements and decoration of rooms and tables; taking charge of check books and account books and numerous other responsibilities including the gentle art of letter writing all call for patient application. One must learn to avoid all appearance of strain and effort as she learns to avoid carelessness and lack of thought. What the duties of a social secretary are depends on the community and the social obligations and regulations observed by the hostess. Some

secretaries, those receiving highest salaries are engaged with the understanding that they are to be free to travel. Again, some are engaged for part time, three or four hours each day. Women who are obliged to spend part of the day at home, find this arrangement offers many of the advantages of the position without the numerous demands.

MOTHERING CHILDREN

One woman tells of her experience in making a home for orphan children and becoming a professional mother to them. Upon the suggestion of her pastor and the co-operation of the New Jersey Board of Guardians, she received into her home nine boys from 3 to 11 years of age. She rented a comfortable cottage for \$15 dollars a month, spent \$8 a month for fuel, and \$31 for food and incidentals. The board allowed her \$54 a month to feed and lodge the boys, also providing their clothing. A small acreage made it possible to raise fruit and vegetables and to keep chickens and cows. Chickens and eggs were exchanged for other food as needed and some milk was sold. The larger boys assisted in caring for the chickens and garden, and some of the younger boys would do errands for the neighbors. This helped to swell the income. All of the boys were treated as brothers.

DAY NURSERY

The Day Nursery has become an established institution in most of our large cities. One woman living in a congested district in a certain city became deeply interested in the number of working mothers who passed her daily in taking the car to go to their work. Upon careful inquiry she found that many of these had left behind them small children either in charge of other children too young to assume such responsibility or in charge of old women unequal to the task. What could she do to help relieve the situation? She conferred with others. The result was that two rooms of her home were fitted as a nursery where working mothers brought their children and left them for the day. Immediately upon their arrival they were bathed and their clothing changed. Toys were provided. The noon meal and light afternoon lunch were served. A nurse girl was employed to assist in caring for the children. A nominal charge was made the mothers. A young women's organization equipped the nursery while two women's clubs paid the salary of the founder who assumed the supervision.

BATHING BABIES

The nurse who is present at the birth of the baby will doubtless have charge not only of his first bath, but a number of subsequent baths. After the special nurse has been dismissed, the mother frequently feels

herself in need of some one who will care for the imperative demands of his royal highness. The physician will be glad to supply a list of the names of mothers in the home or those leaving maternity hospitals to one who wishes to undertake bathing babies. Many women feel that they cannot continue the services of a nurse at \$25 or \$30 a week, but are glad to pay fifty cents a morning until able to bathe and complete baby's brief toilet themselves. One woman who was formerly a nurse, found her mornings comparatively free and decided to respond to such calls for all of her spare time. Besides bathing the baby, she would wash out its woolen garments.

PRACTICAL NURSING

It has been stated that 85 per cent of the actual nursing service in the sick rooms of America is rendered by non-professional, that is non-hospital nurses. Many of these practical nurses have developed a high degree of efficiency and find it a vocation at once beneficent, womanly and financially attractive, affording an opportunity for making from \$10 to \$25 a week. Chautauqua courses of study and other courses offered by schools of nursing are invaluable for the practicing nurse or beginner, and help to establish prestige in a community. Physicians gladly co-operate with the practical nurse and a large practice may be had even though one may devote only part time to the service.

DECORATING STORE WINDOWS

"Picture Study", a wise man has well said, "is one of the most powerful methods of instruction known". He might have said, had he been discussing principles of successful advertising, "Effective window decoration is one of the surest ways of securing business". Many store windows are repellant rather than attractive, especially is this true in small towns. A woman may prove herself a real benefactor to a community by originating and arranging attractive window displays. One woman started furnishing merchants unique suggestions. Her original ideas now command the highest city prices. Suggestions along this line may be obtained from the Dry Goods Economist, New York City. Correspondence courses are offered by schools of nation-wide reputation.

HERALDRY EXPERT

A young woman whose opportunities in the special study of art had been limited to one year in designing, found it difficult to make a living by means of her chosen profession. One day a man came to her studio asking her if she could paint a coat-of-arms upon an old parchment. She accepted the order fixing a price which her extremity seemed to dictate,

scarcely expecting him to be satisfied with it. The work was begun. An enlarged perfect drawing of the indistinct drawing was the result. Shortly another customer appeared. His was a more difficult order but again she was successful. She closed her studio and gave two months to special study. When she opened it again, this sign appeared above the door, "Heraldry Expert, Coat-of-Arms Painted Upon Any Material". She later spent some time in Europe making examinations at the British College of Heraldry for wealthy Americans who wished to assume coat-of-arms. She became a specialist without a competitor in a large city.

Another young woman who had some experience in tracing ancestry, opened correspondence with the regents of patriotic societies, asking for the names of prospective members who wished assistance in tracing genealogies, offering her services on the basis of commissions. The response was very gratifying.

FLOWER GARDENING

Flowers have great commercial value. Floriculture is profitable business in the open garden; if, however, one can erect and equip a small green house to begin with, it will be a good investment. Specializing in flowers appeals to many gardeners. Asters win enthusiastic admiration from all. If given conscientious care, they are healthy and vigorous in growth and will bloom continuously from summer until frost. \$300 worth of asters were marketed from the back of a city lot. The dahlia, with its many forms, colors and types is highly esteemed. One woman's dahlia bed grew from the corner of a city lot to eight city lots, and eventually to a farm. She has 250 varieties. One Pennsylvania woman ships her hardies from her ten acre tract to all parts of the United States. Another woman has 60,000 rose bushes growing in her back yard. She has 150 varieties.

GROWING WATER LILIES

Every one acknowledges the fascination of the water whether it be pond, river, lake or ocean. Add to this the element of life, and the charm is irresistible and complete. The wonderful beauty and exquisite fragrance of the many varieties of water lilies and aquatics, together with the fact that the culture is comparatively easy and the results quick has led to growing popularity. The three requisites are sun, water, and good soil. For the beginner, tubs, tanks, half barrels or other water tight receptacles may be utilized in making a miniature garden. The diameter should be two or more feet. A natural pond is ideal. Where the soil is not sufficiently retentive, an artificial pond may be con-

structed. A concrete pond gives perfect and permanent satisfaction. It adds greatly to the appearance to sink the receptacle in the ground nearly to the rim. The pool should be made as natural as possible, and the marginal planting as nearly complete as possible, with here and there rough rock work, hardy ornamental plants, flowering shrubs with an open space for the delightful lily garden. Fish should be kept in all ponds to destroy mosquito larvae and other insects. In order to aerify the water, it is necessary to have submerged plants growing in all pools.

The price of water lilies is based on the supply more than on the particular variety. Some varieties may be raised from seed or pot plants or tubers may be secured. Because of the wonderful range of color and form, water lilies have found great popularity and the demand is steadily increasing. While certain varieties are better adapted than others to certain localities, the water lily specialist, may be assured of a good income. "Over 3,000 water lilies picked before breakfast, a daily occurrence of the season", is the record of Mrs. Helen Fowler at Kenilworth, District of Columbia. Mrs. Fowler has the largest water lily garden in the United States.

"Making a Water Garden", 55c by William Tricker, Arlington, N. J. is invaluable to one contemplating the growing of water lilies and aquatic plants.

LANDSCAPE GARDENING

One woman tells of her experience. Suddenly thrown upon her own resources because of her husband's broken health, she realized that she had no profession, and that there was barely enough money on hand to last more than two or three months. She was greatly perplexed, but not discouraged. Her one asset was a garden filled with flowers just coming into bloom. This was suggestive, she determined to visit the managers of several cafes, stewards of clubs and managers of hotels, and this she did, persuading them to allow her to furnish flowers for their tables during the season. Her income from each of the forty tables was \$1.50. This solved the problem of supplementing the product of her own garden. She secured permission to plant seeds in unused portions of the gardens of friends, also on the church lawn. An abundance of flowers was available in this way.

Then the suggestion of landscape gardening came to her. She discovered many lawns, gardens and grounds which the owners were glad to improve and embellish. During the winter months an opportunity came to work in the office of a landscape gardener. Here as she said, "the big principles of landscape gardening were learned". In the spring real gardening operations began again. All of the time a close student

of the subject of picturesque gardening, she soon won for herself the undisputed claim of landscape architect. She had solved the problem of a livelihood, her husband who had accompanied her much of the time had improved in health and was able to dispense with his wheel chair.

REPRESENTING MAGAZINES

A number of excellent publications offer attractive inducements to representatives who will devote all of their spare time or full time to this work. The Curtis Publication Co. make the statement that their women representatives now earn as a body more than a quarter of a million dollars. Some devoting their entire time to the company's interests earn more than many bank presidents. The company's agency includes the Ladies Home Journal which enters one and three quarter millions of homes, the Saturday Evening Post with a circulation of two millions and the Country Gentleman with nearly one-half million subscribers. In addition to commissions a weekly salary is offered, depending upon the number of subscribers secured. In engaging in this line of work, one should be thoroughly familiar with the publications to be handled, and should be patient, tactful and untiring. It is a privilege to place good reading in the homes.

One woman has earned thousands in this capacity. Left with the responsibility of the family resting upon her, she not only maintained her home, but liberally educated her daughters, and has recently built an attractive modern residence. Many college girls have paid at least part of their expenses in this way. One young woman has earned more than \$1,500 each summer, paid for four years course at Randolph-Macon College and for post graduate courses at Barnard College of Columbia University and in the University of Chicago. Another woman giving spare time service easily earns \$20 a week. Still another, a farmer's wife with three children earned \$110 the first four months of her Curtis work. A young woman with an invalid father and a little niece left to her care receives an independent income.

WOMAN'S EXCHANGE

The Woman's Exchange was originally established to assist women thrown upon their own resources to become self supporting, by supplying a market for special lines of work and to aid women of talent to produce articles that show skill and are salable on their own merits. There are hundreds of exchanges throughout the country. Some of these are still benevolent institutions. Many have suffered financially because of charitable motives, accepting poorly executed work, inferior material, and out of date needle work. This leads to a three-fold disappointment to

the Board of Managers, the consignor, and those who would be glad to patronize an Exchange developed along lines of business efficiency. In many instances, the Exchange is controlled by a Board of Managers, this affords an interesting co-operative work and has decided advantages. If, however, one woman wishes to undertake the opening of an Exchange as an enterprise of her own, she will do well to recognize certain underlying principles and rules which make for reliability and efficiency. It is frequently possible to make use of existing organizations or business houses that will donate space in return for the increased favor shown them. The Y. W. C. A. or Rest Room for out of town women in some places would gladly co-operate.

It might be well to confer with other women in determining what articles or what products would supply local needs and base prices on local prices. This list may be given publicity, and women solicited to send in samples of their best needle work or baked goods. Some Exchanges send out models and others have certain classes open to consignors. Wealthy women, many of whom, have a wide knowledge of materials, exquisite hand work and prices of same, are often the chief patrons of the needle work department. This must be kept in mind. Many Exchanges have realized their largest profits from the food department.

According to some Exchanges, the payment of \$1 entitles a person to place work on sale for six months, 20 per cent commission being deducted from the selling price of all fancy work, with the charge for selling other goods being arranged before hand. All goods may be withdrawn at any time and membership ceases. Consignors are presented with statement acknowledging receipt of goods. This receipt must be presented in asking for the return of consignment. Articles may not be removed during the month of December. Consignors wishing to retain their membership must pay 20 per cent. on all goods removed. The fees and commissions vary. Some Exchanges deduct 10 per cent. and some 15 per cent. commission. Reliable Exchanges take reasonable precaution against losses and will not be responsible for fire, theft, or accident.

MAKING BOWS

An artistic young woman, began as an errand girl in a fashionable millinery shop. Several years later, she gave up the highest salary in the shop to become a professional bow maker. She engaged four assistants, a seamstress, a milliner, a designer of novelties, and an efficient business woman, while she still devotes herself to making of bows. Bows are tied for all kinds of gowns, glove cases, luncheon tables, bridal bouquets, youthful hair ornaments, lingerie bows, fascinating

girdles, graceful slipper bows, exquisite La France roses, clusters of rose buds, violets and daisies. Her orders and sales continue to increase. Her patrons are largely among the wealthier class.

DOMESTIC EMPLOYMENT AGENCIES

First of all in contemplating the opening of an Employment Agency, one must study intelligently the real difficulties of the servant girl problem; the question of wages, requirements and privileges; why it is that some succeed while others fail in obtaining and keeping desirable help in the home. Strive to bring about uniform standards of work. Determine to make your agency first and always, as reliable, honest, and courteous as it is possible to make it. Endeavor to bring the best housewives and the most capable helpers together. References should be carefully worded. They are the applicant's passport. An agency may list special workers, emergency workers, nurse girls, day workers, experienced and inexperienced workers. The regular fee of some agencies is \$1 paid by the applicant upon registration and \$1 paid by the employer when help is secured. This varies, however, though it is generally understood, in fact the law in some states provides for the return of the whole fee in case no assistance is rendered. It is not the business of an employment agency to attract girls from places where they are working to other places. It may be more to one's credit in many instances to encourage a girl to remain where she is, study the differences that have brought mistress and maid to a misunderstanding. They are often trivial and superficial. The agency may bring about a better understanding.

REFERENCE AGENCY

Women not employed and women wishing to change their present employment find the services of a Reference Agency most helpful. One who considers the opening of a Reference Agency or Employment Bureau will do well to make a study of the "help wanted" advertisements to discover the demands and the needs of the locality. The fact that many women stenographers and clerks have been called into government service as well as men creates a demand for large numbers of women who will help out in the emergency. Women of special ability are in great demand. The most proficient in any given line receives the largest salaries. Women are rapidly replacing and supplementing men. In almost every state there is a Department of Labor maintaining agencies organized to serve the interests of the government. Many of these are in the larger cities. A helpful co-operation may be established. Mills, factories, railroads and banks as well as other institutions are looking

for women who will take the places of men released for service. It may not be possible to list all of the openings for women, nor to find openings for all of the women, but by studying the needs, one may in this way serve the national interest, as well as that of large numbers of women materially affected by the great changes of the hour, who must remain at home and solve financial problems.

SHAMPOOING, MANICURING AND MASSAGE

An opportunity for securing lucrative employment in the home is opened to the woman who feels that she can spare a room to equip as a shop, though it may not be so designated. The room should be spotless, sanitary and artistically arranged. The initial cost of equipment is comparatively small. The demands of the community that the operator is to serve largely determine this; safe to say, there will be no expensive fitting to consider. Put your work upon a systematic, scientific basis. Avoid costly experiments. Be sure of yourself. Make use of advanced methods. Use only the best remedies and toilet accessories. Rigid sterilization should be observed. While it is desirable that one should have an opportunity to study the work under expert supervision for a short time at least, there is much one can do in the way of self betterment. Valuable articles written by the best authorities, appear from time to time in the leading women's journals. Make yourself proficient in practical application.

One should make a special study of the hair and scalp. What conditions are necessary to make the hair grow; a knowledge of muscles, nerves, and blood supply. One should be able to recognize and treat scalp diseases, such as dandruff, and different forms of alopecia (falling hair). Shampooing includes dry shampoo, egg shampoo, medicated shampoo and the ordinary method. Manicuring should be done in a sanitary, scientific manner, study the nail, reasons for special treatment, and how to massage the hands. In caring for the skin, first of all, make a study of the skin, function of sweat and oil glands, muscles of the face and head, nerves and blood vessels. Study the general treatment of the skin. How to care for sunburnt skin, oily skin, delicate skin, florid skin and flabby skin. A thorough knowledge of facial massage is invaluable. Learn rules for manipulating the skin.

A self respecting ambitious, good natured woman should secure a gratifying compensation doing a residential work employing only a few hours a day. There need be no dull seasons. Women and children need to have shampooing done the year around. The Grace-Mildred Co., 624 S.

Michigan Blvd., Chicago, offers helpful correspondence courses. The Marinello School, Mallers Bldg., Chicago, with an excellent faculty, offers a diploma for the completion of residential courses. Short courses are also offered.

MAIL ORDER BUSINESS

A mail order business may be started in the home, in the country, small town, or city. No person has a monopoly. Hundreds have entered the mail order business, and there is room for hundreds and thousands more. No license or permit is necessary to start it, and it is not necessary to invest much in making a beginning. It may be undertaken as a side line, and in this way attended to in spare time or during evening hours until it grows to such an extent that all of one's time is required. The safest, underlying principle is to sell only goods of merit, guarantee everything as represented, do exactly as you agree. Honesty and determined effort will win the day. In the beginning, but one article need be purchased for sale. By the aid of judicious advertising this may be sold to thousands of customers. "You can't expect your ship to come in, until you send one out". One can manufacture as well as sell products, and thereby claim all of the profit. Articles may be bought at wholesale prices and sold through mail and by parcel post. No office equipment is necessary with the exception of a desk with pigeon holes. One can be her own agent and manager if she chooses. Many of the mail order houses in the country today grew from small beginnings.

PROFIT IN PRINTING

A printing outfit is a most valuable aid in making as well as saving money. A \$15 or \$20 press will earn hundreds of dollars during the year. The owner of a \$5 press did over \$700 worth of business on it in three months. A press occupies but small space. Type setting is not difficult, any one can learn to operate the press and to set type in one day. The work is agreeable and fascinating, and the profits are large, while the possibilities are practically unlimited. Churches are in need of printing, bulletins, programs, pledges and envelopes. The hotels must have menus, cards, bills of fare, checks, meal tickets and stationery. The merchants and store keepers need wrappers, labels, tags, bill heads, statements, pricelists, and circulars. The commission houses, real estate dealers, insurance men, in fact any line of business, vocation, or profession needs this effective means of advertising. Books may be readily printed on these presses. A small press will print a single page at a time, and a larger press several pages. These may be bound with paper

at home or the work may be done by a book binder, in paper cloth or leather. Literary work and records may be preserved in this way. School and class papers help to develop esprit de corps and articles are freely contributed. Cook books and quotation books with the local element in them sell readily. The cost may be covered by advertisements. The paper should be good, each page of type should measure 4 by 6½ inches. Many ideas will suggest themselves.

BASKETRY

Basketry is an interesting occupation and one easily acquired. It is taught in many of the regular schools and the Daily Vacation Bible Schools. The fact that many factories in different parts of the country give employment to hundreds of workers throughout the year would serve to indicate the demand for baskets of all sizes and varieties, from the most dainty to the most useful receptacle.

As the prices charged for reeds vary greatly, it is well to investigate before buying stock. One should become familiar with prevailing prices, and then fix prices on his own output, allowing a good profit. Reed is sold in various sizes from No. 1 to No. 15. No. 2 is used quite extensively. No. 1 is required for finer work. Raffia rattan, rush and willow are also used. Raffia and reed are probably most extensively used, and less expensive. In some communities, the different kinds of grass, straw, rye, wheat and maiden hair fern stems, long leaf pine, sea grass, broom sedge and corn husks are utilized. The Book Supply Co., Chicago, is in a position to furnish text on Basketry. These are invaluable to the woman or women undertaking this fascinating line of home industry. In the way of tools, nippers, pliers, and an awl are the only essentials.

COLLECTING ANTIQUES

The wandering around necessary to the collecting of antiques, makes it desirable that two should work together. If the collector is willing to make her way through uninviting quarters in some cities, she may be rewarded by finding some wonderfully wrought specimens of the arts and crafts of other days for which the enthusiastic antiquist will be willing to pay an almost fabulous price. Quaint table ware, fine fragile pieces, oriental vases, and articles in ebony have been found in old junk shops. Auctions and sales afford further opportunity for finding charming old things, sometimes the gathered store of two or three generations.

One old lady displays a collection sure to please the fastidious. This collection includes a great variety of old fans, laces and shawls, seventeenth century Sicilian lace shawls, and Victorian needle work. A certain

college girl has made some interesting finds. She has disposed of a great many grandfather's clocks, old pewter candlesticks, brass pieces, chairs, tables, and woven work. The collector of antiques should consult the libraries and visit other reliable shops.

TOY MAKING

The fact that the large importation of dolls and other toys "made in Germany" and other foreign lands is cut off because of war conditions, makes it imperative that in the future America turn her attention to this most attractive industry of toy making. There are toys and toys. Some very simple in construction, others more complex. That toy making is in the line of women's work has been demonstrated by two young women, Marie Winegar and Magadele Heuber. One was formerly a teacher, the other a worker in wood and metal. At the suggestion of friends, their attention was turned toward the making of wooden toys, ducks, alligators; all kinds of animals in bright colors have been finding their way to the nurseries and play rooms of the boys and girls of this country. The business for the first year amounted to \$8. By the end of the second year a \$10,000 business had developed. It is now national in its scope.

RUG WEAVING

Some one has said that weaving is the climax of the textile industry. Be that as it may, there seems to be a real fascination about it, as the weaver combines web and woof and blends shades and colors. There is a large field for the product of the hand loom today. During the last few years, the Colonial rag rug has become a great favorite with many as a bath and bed room rug. Exclusive shops show various styles in delicate chintz colors for chambers, and more sober tones for living rooms. Cotton rug filling can be had in all colors and as many as three or four shades of some colors. This enables one to carry out color schemes satisfactorily. Cast off garments thoroughly cleaned and dyed have wonderful possibilities. The looms manufactured by the Reed Co., Springfield, Ohio, are among the best. There are other reliable makes. A weaver who began with one loom now supervises the operation of eight. One young woman has solved the problem of her economic independence and gives employment to twenty-five other women of her village.

RAISING ROOTS AND HERBS

Some medicinal plants grow wild, others may be cultivated. Good profit is made by the collection and sale of drug plants each year. Ginseng and Golden Seal are especially attractive propositions. Most drug

houses do not wish to buy in small lots, but prefer to buy a year's stock of an article at one time to save handling, storage, et cetera. Some firms ask that all shipments total 100 pounds. Methods of harvesting and curing are soon learned. One wholesale house sends the following:

Flowers should be gathered when in full bloom or just before they begin to fade and get dark. They should be carefully dried in the shade. **Leaves and herbs** should be gathered at the time they are in blossom, kept free from all large stems, grass and other foreign matter and dried in the shade to preserve the bright green color. **Barks** should be gathered when they peel easiest, all the outside portion or rind should be shaved off before peeling. **Barks** of the **Roots** of shrubs and trees need not be rinded but should be washed clean and scraped before peeling. Care should be used not to expose to dew or rain in drying. Gentle fire heat or exposure to sun may be used in drying barks. **Roots** should be dug very early in the spring before plant growth begins or in the late summer and fall after the leaves and tops have fully matured. Prices are constantly changing. Prices given for today are, Burdock Root, hard small roots 15c per pound; Yellow Dock Roots 8c per pound; Dandelion Root 20c per pound; Golden Seal Root \$4.75 per pound; Jimson 12c per pound; Mandrake Root 6c per pound; Blood Root 10c per pound; Poke Root 4c per pound; Blue Flag Root 10c per pound; and Jimson Seed 7c per pound.

RAISING CANARIES

One of the most pleasant, fascinating and profitable spare time occupations to the bird lover is the raising of canaries. A conservative estimate places the profit of breeding birds at \$15 to \$25 a year each. A fine mother canary may be had for \$2 to \$3.50. A male bird may be bought for \$5 to \$10 according to breed and song. Males trained in a number of notes and thrills may be had for \$10 to \$12. Prices vary according to season and scarcity, the quality of the song, and other circumstances. For many years most of the singing canaries were imported from Europe, a male bird selling for as much as \$25. The demand is greater than ever, and the importation has ceased. A most valuable book, "\$500 a Year Raising Canaries", may be had from Monarch Specialty Co., Evanston, Ill. This book tells all about breed, classification, varieties, mating, care of nestlings, and training of songsters. Many have had wonderful success raising birds, even children have made enviable records. The above named company is in a position to supply a number of specialties, including finches of all kinds, linnets, and mule birds, one-half canary and one-half goldfinch, highest grade

songsters. With a reasonable amount of attention and proper surroundings, one should be able to raise two hundred birds annually. Country Life in America and Town and Country are good advertising mediums.

MAKING COLLECTIONS

Business and professional men are often obliged in the absence of a regular office assistant, to engage some one to make out bills and collect accounts for them. The collecting is usually done on a percentage basis. Physicians, coal dealers, and others are willing to pay 10 to 25 per cent. for collecting. If the account is especially difficult, the rate may be increased, or the collector may be allowed to offer some inducement for settlement. If one has a large number of accounts, time and strength may be conserved by arranging the list according to streets and taking into account the time at which the one to be interviewed is most likely to be at home. To be successful, one must be possessed of good business sense, a good bit of tact and unlimited courtesy.

RENTING FURNITURE FOR APARTMENTS

One woman whose wealth and palatial home was lost to her in the time of great financial stress, still retained in her possession the furniture for a thirty room house. She was a woman of keen artistic appreciation. Her furniture was much of it of the period type and too rare to lead her to suppose that she could realize anything like its real value in disposing of it. She took into her confidence a reliable real estate man who advised her placing her furniture in renting apartments he had for rent in an exclusive section usually occupied by members of Congress. Acting upon his suggestion, she had her furniture removed to the selected apartments and he listed the rooms. They were all soon occupied, and so successful was the enterprise that she soon bought other furniture and still other apartments were filled.

RENTING VACUUM CLEANERS, ETC.

While in the well ordered home, cleaning is not the domestic bug bear it once was, it still occasions anxious thought on the part of many housewives. Those who do not own portable cleaners, will be glad to pay a reasonable rent. The vacuum cleaner is easy to operate, does the cleaning quickly and thoroughly. When the housewife realizes that she can clean mattresses and pillows without sending them from the house, and rugs without removing them from the floor, she will appreciate this service. The waxer and polisher, a device for polishing floors greatly reducing the cost of labor, is another convenience in demand. The No. 4 Planet Jr., a hand garden machine, combining hill and drill seeder, wheel hoe, and cultivator is eagerly sought by gardeners.

WORKING AT SUMMER RESORTS

The Employment Bureaus of the college Y. W. C. A. and other student organizations have found it greatly to the advantage of those whom they endeavor to serve to keep in touch with the best hotels at well known summer resorts. Many teachers and college students find employment during summer months, serving in various capacities in these hotels. The amount of time required by this work is determined by the assignment and pay varies accordingly. One very frequently finds short hours, congenial surroundings, a most delightful vacation, and a degree of health at the close of the season that would not have been possible in the close confinement of school room or office. Besides board and room, a fair wage is paid. The proprietor of a large hotel tried the experiment of employing only college girls and teachers with gratifying results.

PROFESSIONAL SHOPPER

Often in the small, out of the way places one finds it impossible to secure just what she wishes in materials and ready made garments, and in the face of lack of assortment and double policy, it seems to become necessary to do one of two things, to do without or go to the city to shop. The first, one does not wish to do, the second, one can not always find it possible to do, though service, quality and satisfaction at standard prices are to be found. It is here that the professional shopper comes to one's relief with her helpful service. A woman living in the city may feel sure that she will find all of the customers she is able to serve and will soon realize a good income. Advertisements in newspapers and magazines will bring returns and thus enable one to establish a good foundation for future business. Give the best, most conscientious service, and patrons will soon see that the outlay for the same is warranted. One woman has an unusually large patronage from her own city. Society women, teachers, clerks, shut-ins and others make up her list. A professional shopper must early learn to avoid bargains based on deception, loss to dealers, sweat shop methods and under pay. She will lead her patrons to see that it pays to avoid these shoals and to pay a fair uniform price with equal advantage to all.

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